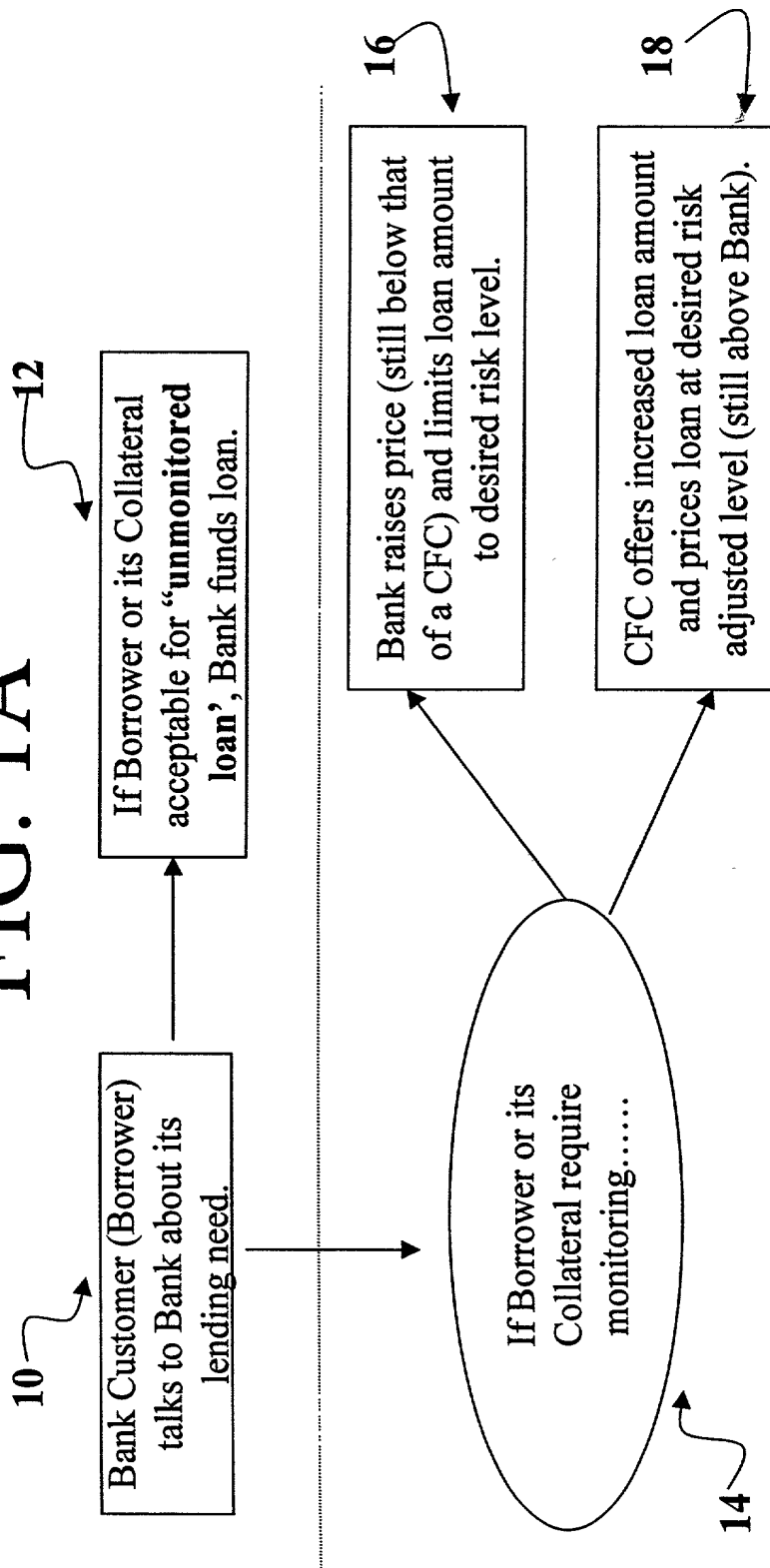
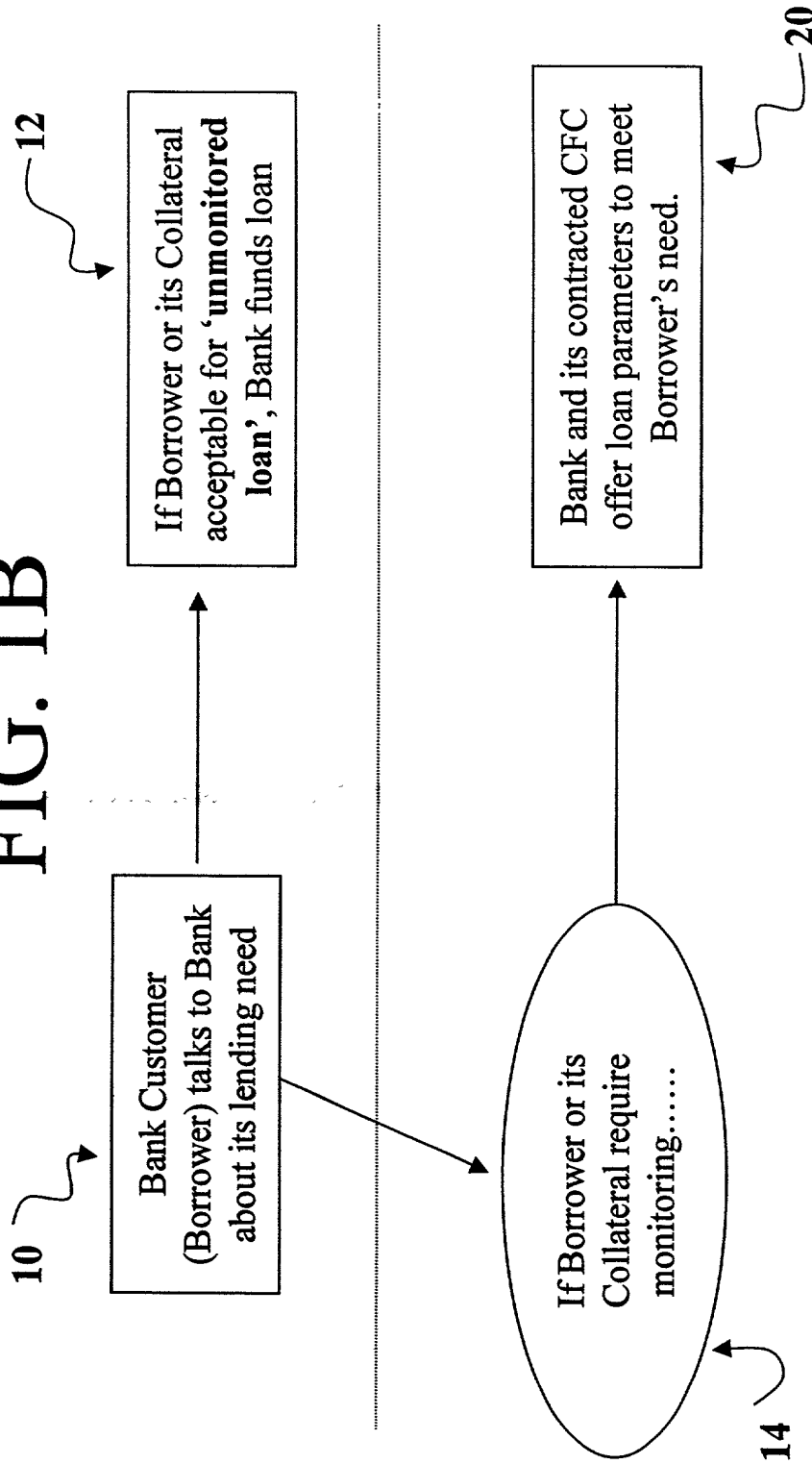


FIG. 1A



The Competition for the "monitored loan" continues until the Borrower chooses. The "unequal" competitors push their unique advantage. During good economic times when money is in abundance, one of the competitors will match the other's advantage, even to the detriment of themselves and the Borrower.

FIG. 1B



The Competition for the "monitored loan" will now occur between 'equal' competitors (Banks in conjunction with their contracted CFCs). The competitive advantages will be normal, market driven determinants such as speed of delivery, overall customer service, performance or volume pricing, etc.

FIG.2A - PRESENT DELIVERY PROCESS (in general)

What once was two competitors performing the same process while possessing different strengths...

BANK	FINANCE CO.	INSURANCE CO.
100 Market using Bank's Name	Market using Finance Co. Name	
102 Underwrite & Approve Customer	Underwrite & Approve Customer	
104 Fund using Bank's Low Cost of Funds	Fund using Finance Co.'s Higher Cost Funds	
106 Service Financial Product	Service Financial Product	
108 Terminate or Work-out and Liquidate Financial Product	Terminate or Work-out and Liquidate Financial Product	
110 Manage Losses and Reserves	Manage Losses and Reserves	
112		Sporadically provide Costly Insurance

FIG. 2B — COLLABORATIVE PROCESS (in general)

*... will now become a much more efficient and effective collaborative process
 between three firms all utilizing each others' strengths for the benefit of all
 stakeholders.*

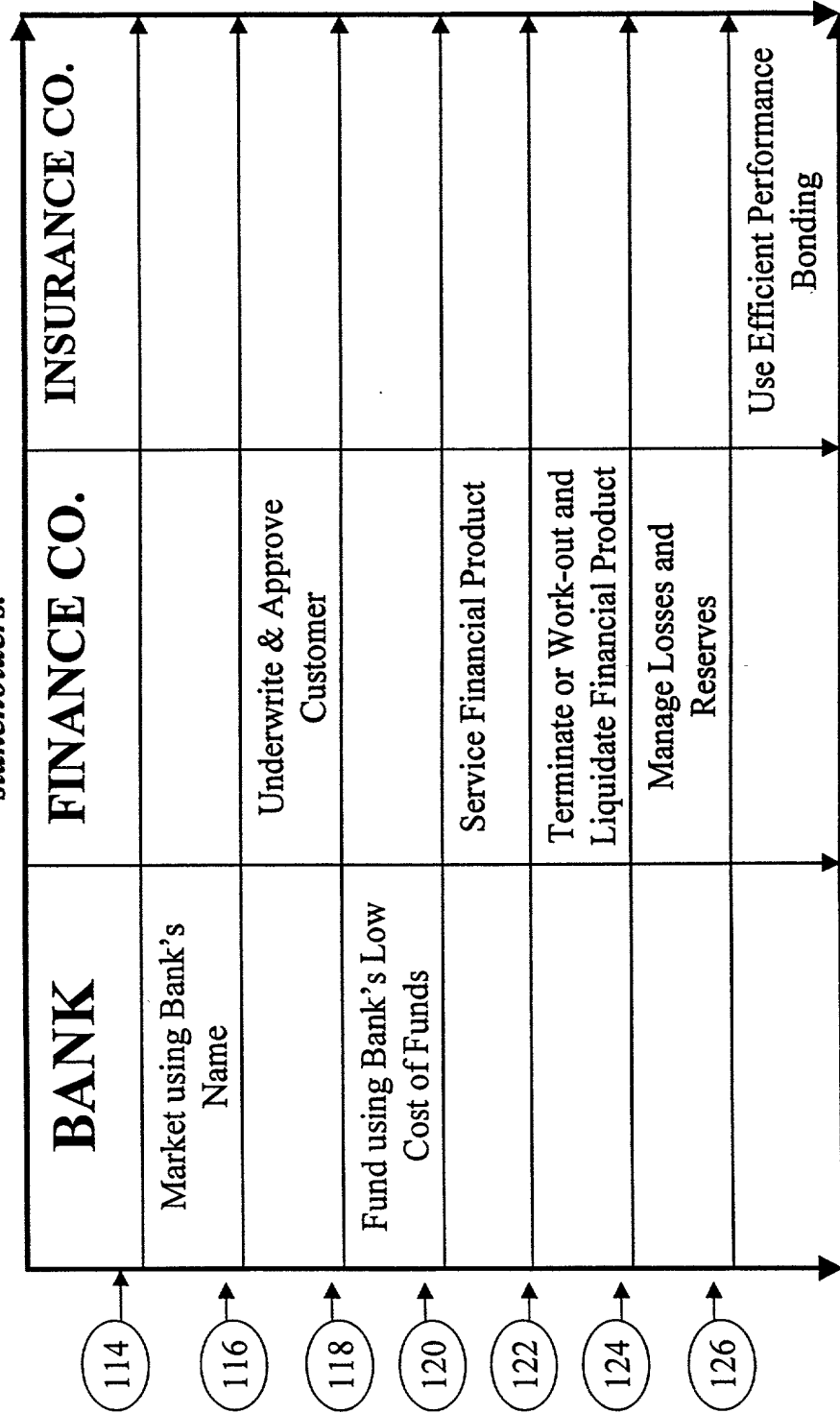


FIG. 3A – PRESENT MONITORING PROCESS (Detailed example)

<u>BANK</u>		<u>CFC</u>
22	Borrower submits collateral.	38 Borrower submits collateral.
24	Bank reviews collateral.	40 CFC reviews collateral.
26	Bank funds money into Borrower's checking account based on 'advance parameters'.	42 CFC funds money <i>from their bank account into the Borrower's checking account usually in another bank</i> based on 'advance parameters.
28	Borrower's customers pay Accounts Receivable to Bank.	44 Borrower's customers pay Accounts Receivable to CFC.
30	Bank reduces 'advance' amount.	46 CFC reduces 'advance' amount.
32	Borrower submits updated collateral.	48 Borrower submits updated collateral.
34	Bank re-advances money into Borrower's checking account.	50 CFC re-advances money into Borrower's checking account.
36	Cycle continues.	52 Cycle continues.

FIG. 3B - COLLABORATIVE MONITORING (Detailed example)

BANK IN CONJUNCTION WITH THEIR CONTRACTED CFC

Borrower submits Collateral to Bank's processing center (either in hard copy or computer-to-computer via the internet or direct modem) which resides with the CFC.

CFC reviews Collateral.

CFC instructs Bank to fund money into Borrower's checking account.

Borrower's Customers pay Accounts Receivable to Bank.

CFC reduces 'advance' amount.

Borrower submits updated Collateral as in Step 1.

CFC instructs Bank to re-advance money into Borrower's account.

Cycle continues for the length of the relationship.